

THIS IS POOR BUSINESS POLICY

on the part of a dealer. By selling the beginner specimens in as good condition as he can afford for the price charged, he will develop in him a philatelic taste which later on will result in a better grade of business. The beginner who has been used to receive cheap stamps and sets in good condition is not liable to accept anything less when he reaches the scarcer stamps and will be found willing to pay the price necessary in order to keep up the condition he has been trained to consider as a standard. The more a collector advances in philately and makes his stamps an object of serious study the more imperative will be his demand for stamps in fine condition. There are so many minor details which can only be successfully observed on good, clean, lightly cancelled specimens that no philatelic student wants to handicap himself and hinder his progress by wasting time on material which simply keeps him guessing.

It is when we offer our holdings for sale that the condition of our stamps becomes a matter of vital importance.

IF WE COLLECT ON SPECULATION

and with expectations of realising a certain profit, we are also expected to have and to use a certain capital for investment, and when making such an investment the finest condition possible should be our aim and we must expect to pay accordingly. The true philatelist who only collects for pleasure and study will set his condition standard according to his means and his individual taste, and will not lie awake nights worrying about "How to value his collection."

It is mostly the fellows who have been buying soiled and torn stamps at 66 $\frac{2}{3}$ or 75 per cent. off catalogue who afterwards do the "hollering" about the condition craze and feel sore when the dealers wouldn't buy their stuff at a discount of 25 per cent. from listed prices. The collector who buys from a good, reputable dealer and who has an ordinary taste for neatness and exercises an ordinary amount of care, does not need to worry about a question which can never be adjusted by us on a common basis, but will adjust itself to suit the individual requirements of each and every collector.—L. HARALD KJELLSTEDT, C.E., in *Meekel's Weekly*.

S.A. Official Perforated Stamps.

Mr. W. L. Peck, of Adelaide, has supplied us with the following information on the South Australian official perforated stamps:—

The postage stamps of South Australia for official use by the State are now perforated and supplied according to requisition in the following values, viz., $\frac{1}{2}$ d., 1d., 2d., 2 $\frac{1}{2}$ d., 3d., 4d., 5d., 6d., 1s., 2s. 6d. and 5s., to the different departments of the Service. The head of a department requiring stamps forwards a requisition to the Treasury for same, who, in turn, procures them from the G.P. Office. They are then sent to the Government Litho. department for perforation and subsequently returned to the Treasury, who thus issues them in that condition. The values

mostly in use are from 1d. to 6d., the others being seldom met with. The stamps are punctured with the letters S.A. by a small machine, measuring about 2 feet by 6 feet and 3 feet high; it was made by J. G. Nash, of this city. It has two large driving wheels about 2 feet in diameter, and in appearance it reminds one at first of the useful household mangle, except that it has stampers instead of rollers. The sheets of stamps are placed on the machine, and as soon as the handle is turned the clicking sound that follows it denotes the perforation of each horizontal row. This machine is capable of puncturing five sheets at a time, but as a rule four only are done. The whole process takes a few seconds. To suit the larger stamps another die is inserted of same type, with the letters more spaced. I might mention that this machine is the same one as used for perforating the S.A. duty stamps, and is simply altered by substituting another die.

Mr. Peck sent us also a copy of the requisition form, which is somewhat similar to the ones used in the other States, also a sample sheet of the punctured letters "A.S." Each row is divided by a space of 12 mm. in the centre, there being six stamps in each row. On the sheet sent us the letter "S" is 11 mm. and "A" $11\frac{1}{4}$ mm. high, the "S" is 7 mm. and "A" a trifle over 8 mm. wide, and the space between "S" and "A" is $1\frac{1}{4}$ mm. wide. Each pair of letters is about $3\frac{1}{2}$ mm. from each other, and the distance from the bottom of the two letters to the top of the two letters in the row beneath is $13\frac{1}{4}$ mm. The width of each row, measured from the outside of the first "S" to the outside of the last "A" in the row is $4\frac{3}{8}$ inches. On the sheet sent us the letters "S.A." occur 264 times.

Societies' Reports.

SYDNEY PHILATELIC CLUB.

The usual monthly meeting was held at the club room, 88 King-street, on Wednesday, 15th March, at 8 p.m.

There were 12 members present, also Mr. Peck, hon. secretary of the Philatelic Society of South Australia. The President was in the chair.

Several matters of detail were dealt with, and it was decided that a printed list of members should be prepared for circulation amongst the members only. The Secretary intimated that arrangements had been made for the Club to remain as monthly tenant of the room at present occupied by it.

It was resolved that Mr. L. L. R. Hausburg be entertained to a harbor picnic by the members of the Club, provided that gentleman could spare time to accept the invitation. A sub-committee, consisting of the President, hon. secretary, and Messrs. Hagen and Smith, were appointed to make the arrangements.

It was further resolved that a special meeting of the Club be held to welcome Mr. Hausburg, on a date to be named to suit that gentleman's convenience, and of which members will receive due notice.